

Current Data

New Retail Deliveries YTD (units)	159
Month of Year	3
Average # Retail Units Delivered Per Month	53
Total # Units Currently in Inventory	103
Months Supply "In Units"	1.9
CURRENT Inventory Turn Rate	6.2
CURRENT Average <u>Front End</u> Gross Profit PNVR	\$ 2,720
CURRENT Monthly Gross Profit	\$ 144,160
CURRENT Yearly Front End Gross Profit Total	\$ 1,729,920

Projection

	9.0
	\$ 2,100.0
	77
	\$ 162,225
	\$ 18,065
	\$ 1,946,700
	\$ 216,780

Additional Income

				Monthly
				25
Current New Vehicle F&I Average PVR			1699	\$ 42,475
PDI & Accessory Sales PVR	275	X 50% Gross	\$ 138	\$ 3,438
Trade %	35%	# of Trades	8.8	\$ 3,983

UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	3.5	\$	2,919
Average Recon on U/C Trade	1112	X 50% Gross	\$ 556	\$	22,365
Average PUVR Wholesale			\$ 1,138	\$	-
Average PUVR (Front and Back) on Trades			\$ 4,260	\$	-
Hard Pack Per Unit UV			\$ -	\$	24,140
Hard Pack Per Unit NV			\$ -	\$	20,675
Doc Fee/ Admin Fee Per Unit			\$ 798	\$	24,400
OEM Incentives Per Unit			\$ 827	\$	-
Floorplan Assistance Per Unit			\$ 976	\$	18,065.00
Advertising Credits Per Unit			\$ -	\$	144,394
Total Washout PNVR (Adjusted for %s)			\$ 8,496	\$	162,459
Note: This does not include future Gross Opportunities				\$	656,297



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PROJECTED Inventory Turn Rate	
PROJECTED Average <i>Front End</i> Gross Profit PVR	
PROJECTED Monthly Units Delivered	
PROJECTED Monthly Gross Profit	
PROJECTED Monthly Gross Profit Variance	
PROJECTED Yearly Front End Gross Profit Total	
PROJECTED Annualized Front End Gross Profit Variance	



PROJECTED	<u>Yearly</u>
Additional NV Units	300
NV F&I Increase	\$ 509,700
PDI & Accesory Increase	\$ 41,250
UV Wholesale Increase	\$ 47,796

UV Recon Increase	\$ 35,028
UV Retail PUVR Increase	\$ 268,380
Hard Pack Increase UV	\$ -
Hard Pack Increase NV	\$ -
Doc Fee/Admin Fee/ Service Charge Increase	\$ 289,674
OEM Incentives Increase	\$ 248,100
Floorplan Assistance Increase	\$ 292,800
Advertising Credit Increase	\$ -
Front End Variance (from above)	\$ 216,780
Additional Income Variance	\$ 1,732,728
Total Variance	\$ 1,949,508
Total Projected Gross Profit	\$ 7,875,570





Projections

Data

Projected New Retail Deliveries YTD (units)	927
Average <u>Front End</u> Gross Profit PNVR	\$ 2,720
Annualized Yearly Front End Gross Profit Total	\$ 2,521,440



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Additional Income

Annualized

			Annualized	
Current New Vehicle F&I Average PVR			\$ 1,699	\$ 1,574,973
PDI & Accessory Sales PVR	\$ 275	X 50% Gross	\$ 138	\$ 127,463
Trade %	35%	# of Trades	324.5	324.5
UV Immediate Wholesale %	40%	# of Trades Immediate Wholesaled	129.8	129.8
Average Recon on U/C Trade	\$ 1,112	X 50% Gross	\$ 556	\$ 108,237
Average PUVR Wholesale			\$ 1,138	\$ 147,690
Average PUVR (Front and Back) on Trades			\$ 4,260	\$ 829,294
Hard Pack Per Unit UV			\$ -	\$ -
Hard Pack Per Unit NV			\$ -	\$ -

Doc Fee/ Admin Fee Per Unit	\$	798	\$	895,093
OEM Incentives Per Unit	\$	827	\$	766,629
Floorplan Assistance Per Unit	\$	976	\$	904,752
Advertising Credits Per Unit	\$	-	\$	-
Total Washout PNVR	\$	8,496	\$	7,875,570
Note: This does not include future Gross Opportunities				

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